

VAP Promotion Timetable
July

1) Promotion Details				
Month	July	July	July	July
Promotion	WINSTON \$1.00 Off 2 Packs #80075	CAMEL B2G1F #800594	SALEM 30¢ Off 1 Pack Tear Tape #800211	WINSTON 30¢ Off 1 Pack DPC #801037
Offers Per Display	20	21	40	20
First Order Date	5/18/98	6/1/98	6/8/98	5/18/98
First Delivery Date to Direct Account	6/8/98	6/22/98	6/29/98	6/8/98
Direct Account Ships to Retail (week of)	7/6/98	7/20/98	7/13/98	7/6/98* or 7/27*
2. Pre-Planning and Execution				
Review with Direct Account				
Direct Account Administration				
Templates/Packing Instruction to Direct Account				
BSGSF Ordered				
BSGSF Delivery to Direct Account				
Premiums Ordered				
Premium Delivery to Direct Account				
Template Loaded/Reviewed				
Product Stamping				
VAP Assembly/Packing				
3. Follow-Up Process				
Review Unshipped SKUs				
Identify Missed Distributions				
Reload Distributions				
Ship to Appropriate Accounts				

* DPC/Low Volume DTS is 7/27/98 in majority of regions; however, select regions working 7/6/98 DTS. Schedules to accommodate earliest ship date.